



SUCCESS STORY

VPL Transforms Kansas City Health System's Freight Program

When one of Kansas City's largest health systems needed to streamline operations and increase the savings of its freight management program, they tapped VPL. This health system, which includes 18 hospitals with more than 1,200 beds along with a variety of health and wellness services, was searching for a partner to help them simplify the complex program they currently had in place.

Specifically, they were seeking lower overall costs, automated invoicing, enhanced visibility to product movement and more proactive account management. With its products and services, VPL was able to provide all this and more.



BY THE NUMBERS (Annualized)

885

Participating Suppliers

31,875

Shipments Managed

\$309,986

Savings Generated

31%

Increased Savings
vs.
Previous Program

VPL's Supplier Team performed an extensive outreach to the customer's suppliers and integrated them into the VPL system, resulting in much less effort for the health system. With their previous program, the health system did not have a choice of shipping carriers, so VPL set the customer up with multiple small parcel carriers and then found them the best rates to maximize savings. VPL created a custom weekly invoice formatted specifically to accommodate the customer's unique ERP requirements and accounting rules. The invoice is delivered electronically each week to ensure a seamless processing of carrier charges. VPL's web-based technology solutions ensures the customer always has the visibility they were lacking with their previous program.

After going live, VPL partnered with the customer's VP of Supply Chain to identify non-compliant and non-participation suppliers who were ultimately driving up freight costs by not following the instructions set forth by the health system. VPL went above and beyond to enhance vendor compliance for the customer.

VPL has exceeded the guaranteed savings goal and is providing 31% more savings than the customer's previous program. Overall, VPL has made freight management simpler and more transparent for the health system at a much lower cost